

THE RETAIL MERCHANTS' JOURNAL

VOL. 2.

OF CANADA

NO. 4

ALL RETAIL TRADES UNITED

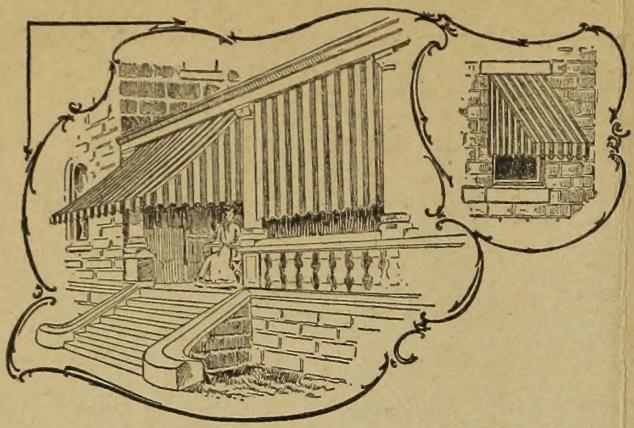
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UNDERTAKERS.
&c. &c.

OFFICIAL ORGAN

THE RETAIL MERCHANTS' ASSOCIATION OF CANADA

MAY, 1904.



AWNINGS

FLAGS, TENTS,
COAL BAGS AND NEWS BAGS
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RAYMOND BROS.,

172 KING ST., LONDON, ONT.
PHONE 1748



GILLETT'S PURE POWDERED LYE

Ready for Use in Any Quantity.
For making SOAP, softening water, removing old paint, disinfecting sinks, closets and drains and for many other purposes. A can equals 20 pounds Sal Soda.

SOLD EVERYWHERE.
E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.



Maple Leaf Registered.

ALSO

Flake Wheat

Split Peas

Pot Barley

AND

Cornmeal.

NONE BETTER

TRY

WALTER THOMSON & SON

(LIMITED)

MAPLE LEAF ROLLED OATS

AND ALL GRADES OF OATMEAL.

Correspondence Solicited.

MILLS AT.....

Mitchell, London and Seaforth

DOUGLAS & RATCLIFF PAPER MERCHANTS, TORONTO

Give, without extra charge to their customers, Courteous Treatment, Prompt
Delivery, Highest Quality, Large Assortment, Up-to-Date Goods.

THE STANDARD VINEGAR CO.,
LIMITED.
SOLE
MANUFACTURERS OF
Concord AND Niagara Grape
ALSO White Wine and Cider
VINEGARS

OUR VINEGARS ARE
HANDLED BY THE LEADING HOUSES
OF CANADA.

Which we guarantee cannot be surpassed in quality. Our English
Malt and Concentrated Vinegars are unexcelled.

72 COLBORNE STREET, TORONTO.

BELLE EWART ICE CO.
Wholesale and Retail Dealers in
Lake Simcoe Ice
EXCLUSIVELY.

Head Office :
5 MELINDA STREET, TORONTO.
TELEPHONES—Main 14, 1947, 2933.

See us before making your season's arrangements.
We can save you money.

IF YOU WANT TO
KEEP WARM
THIS WINTER
ORDER YOUR COAL OF US.

IT'S COAL THAT HAS
PLEASED FOR YEARS.

Phone 131 Main

P. BURNS & CO.

44 King Street East

McLaren AND Dallas

Wholesale Dealers in
BOOTS, SHOES, RUBBERS, OIL TAN
LARIGANS, LUMBERMEN'S KNIT
AND FELT SOCKS, ETC.

Our Special Brands:
MAPLE LEAF RUBBERS.
MAPLE LEAF SOLID LEATHER STAPLES.
THE IMPERIAL SHOE.

A High Grade Shoe for Men and Women.
Made in all Fine Leathers.

McLaren & Dallas,

11 Front Street West
TORONTO

GOLDEN SYRUP VINEGAR

Beautiful Golden Color.

Delicious Flavor.

FOR PICKLING purposes and TABLE use is far superior to White Wine or Cider Vinegars, and COSTS NO MORE.

TRY A SAMPLE BARREL. Your Customers will be delighted with it.

MANUFACTURED UNDER GOVERNMENT SUPERVISION—ONLY BY—

The WILSON, LYTLE, BADGEROW CO. Limited
TORONTO, ONTARIO, The Largest Vinegar Works in America.

R. GARDINER

681-683-685 QUEEN ST. WEST,

Is now manufacturing all kinds of

FINE CARRIAGES

And has in his employ the very best workmen that can be procured.

Call and inspect the work.

REPAIRING IN ALL ITS BRANCHES PROMPTLY ATTENDED TO.

Phone Park 796.

ARE YOU A MEMBER

OF THE

Retail
Merchants
Association.
OF CANADA.

Information from the Secretary.

WENTWORTH
POTTERY



STANDARD FLOWER POTS,
HANGING BASKETS,
FERN PANS,
CUT FLOWER JARS, AND
ALL FLORISTS' SUPPLIES.

SPECIAL ATTENTION GIVEN TO ORDERS
FOR STORE TRADE IN FLOWER POTS
AND SAUCERS.

WRITE FOR PRICES.

JOHN CRANSTON & SON
HAMILTON, ONT.

London Show Case
Works

MANUFACTURERS OF
HIGH GRADE WALL
— AND —

SHOW CASES

For Druggists, Jewellers, Confectioners,
Hardware Dealers, &c., &c., &c.

SEND FOR OUR NEW
ILLUSTRATED CATALOGUE

London, Ontario, Canada

The Wholesale Fruit
and Commission
House of

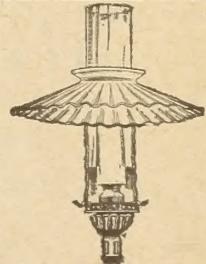
WHITE & CO. 64 Front St. East
TORONTO, CANADA
DIRECT IMPORTERS

**Oranges, Lemons, Bananas, Figs, Dates, Spanish
Onions, Malaga Grapes.**

YOUR ACCOUNT SOLICITED.

OUR WEEKLY PRICE LIST MAILED TO ANY DEALER—WRITE FOR IT.

CONSIGNMENTS of Butter, Eggs, Poultry and other Produce handled by us to best advantage, and top prices obtained. Try us, charges moderate. Cold Storage on premises.



WHEN YOU SEE THE NAME
IRONSIDES - METALLIC (Reg.)
GAS MANTLE

It is a guarantee of superior quality and satisfaction.

THE MOST DURABLE MANTLE MADE. LIGHT YOUR STORE
WITH OUR ARC LAMPS.

WE ARE THE SOLE MANUFACTURERS
OF THESE HIGH GRADE GOODS.

**309 YONGE ST.
TORONTO.**

BE SUCCESSFUL!

There is no doubt that an education helps a man to success.

Why not learn Commercial Book-keeping and Commercial Law.

With a knowledge of these matters the business world is open to you.

We teach them **BY MAIL** at a very small cost.

Write for information about our Commercial Course.

Canadian Correspondence College,
LIMITED,

TORONTO, CANADA.

WALTER JAMES BROWN, LL.B., Principal.

PRINTING FOR BUSINESS MEN.

Calendars, Copperplate Visiting Cards and Weddings, Embossed Noteheads, Envelopes, Etc.

General Office Stationery, Typewritten Letters, Private Post Cards, Business Cards, Fancy Folders, for Menus, Etc.

WM. R. ADAMS, 401 YONGE ST.
Established 1897.

J. H. KENNEDY



Importer of all the latest designs in fine

CARRIAGES

The McLaughlin Carriage a Specialty.

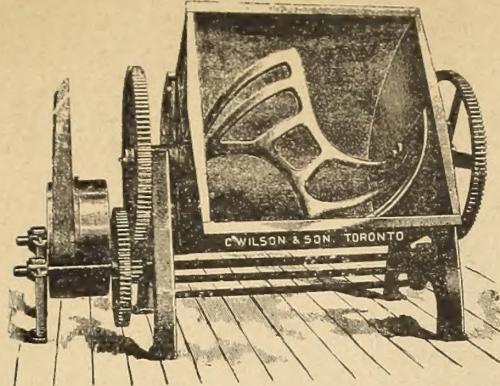
ALL NEW WORK GUARANTEED.

567 Queen St. West, TORONTO.

Residence 350 Givens Street.

Telephone Main 319.

Established 52 Years.



C. Wilson & Son

LIMITED

*Bakers' & Butchers' Tools,
Dough Mixers and
Sausage Machinery.*

67 Esplanade St. East, Toronto, Canada

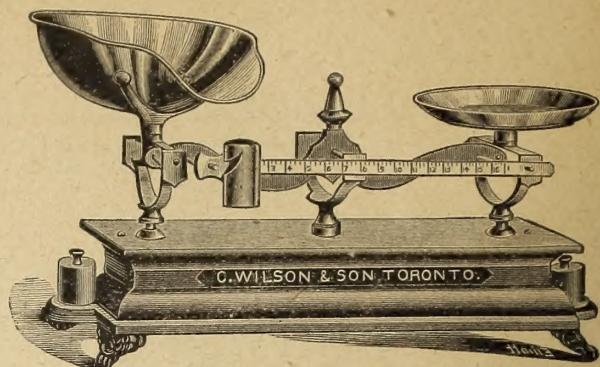
TELEPHONE
MAIN 951

D.B.Jacques & Co.

**Coal, Wood, Charcoal
and Peat.**

255 QUEEN ST. EAST
TORONTO

HONESTY IS THE BEST POLICY



But one must be honest to themselves also. We believe in giving good measure just as much as anybody does, but when it comes to giving away all your profits, it is a very different matter.

WILSON'S SCALES ARE HONEST TO BUYER AND SELLER

They weigh accurately, giving full measure and yet retain the profit for the grocer.

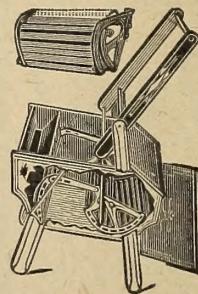
Let us send you full particulars of our BALL BEARING COMPUTING SCALE OFFER, upon easy terms of payment.

C. WILSON & SON

CANADIAN MANUFACTURERS FOR CANADA [Limited]

67 Esplanade St. E.

TORONTO



THE VOLMAR PERFECT WASHER.

This machine is without PEER anywhere.

It rubs and squeezes similar to hand work.

Will wash more clothes in less time than ANY OTHER MACHINE and do it better.

It does not injure the finest fabrics.

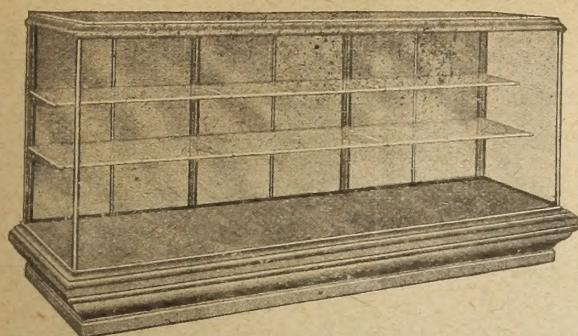
One who recently bought one wrote us as follows :

"The girls are simply delighted with it, as they can do the washing and be presentable for callers, and the washing is done so quickly, We think it rightly named THE PERFECT."

*The Wortman & Ward Mfg. Co., Ltd.,
700 YORK ST., LONDON, ONT.*

Always give the street number when writing.

If you realized the difference, as we do, between cheap, shoddy cases and



"Quick Sales" Show Cases

There would be no question about getting your order.

"QUICK SALES" Show Cases are designed by experts who have made show cases—the very best kind—for over 30 years. They are put together by skilled cabinet-makers and artisans, who are given instructions to use the best materials obtainable. Address our Detroit office.

DETROIT SHOW CASE CO.,

482-490 Fort St. W., Detroit, Mich.

Canadian Branch, Windsor, Ont. NO DUTY IS TO BE CONSIDERED.

HAVE YOU SEEN THE SAMPLES OF OUR WELL KNOWN

"MAPLE LEAF BRAND"



Hose, Half-Hose & Over-Hose

They represent excellent values.

RETAIL TRADE ONLY.

PROMPT DELIVERIES. SATISFACTION GUARANTEED. EVERY PAIR WARRANTED.

The Goderich Knitting Co., Limited, Goderich, Ont.

J. E. LEWITT, Manager.

Established 1895.

McCLUNG & BURNS,
58 Bay Street,
Toronto.

A. L. GILPIN,
469 Temple Bldg.,
Montreal, Que.

J. H. PAYNE,
Box 643,
Winnipeg, Man., N.W.T., B.C.

FRED. S. WHITE,
St. Stephen, N.B.,
For Maritime Provinces.

SELLING AGENTS:



DRUM UP YOUR STARCH TRADE.

You can do better business in starch if you go after it in the right way. Give your customers the best starch and display it so they can't help but see it. Sell them.

LILY WHITE GLOSS STARCH

In our new drum packages. They make very attractive store displays. There are six pounds in a drum, eight drums in a case and a pair of drum sticks for each drum.

Be up to date and you will get more trade. The Lily White Drum package is the latest.

The Brantford Starch Works, Limited, Brantford, Canada.

STARCH

Is one of your most important Articles, in fact a grocery store without Starch would be like a ship without a rudder. Every store in this great Canada of ours knows of the wants and selling qualities of the

EDWARDSBURG STARCHES AND BENSON'S CORN STARCH.

For nearly 50 years these Starches have held the attention of the consumer and the dealer—they are TO-DAY the recognized standards of all Starches, they will do for you what their sale has done for thousands—make money.

For the Laundry
EDWARDSBURG SILVER GLOSS.

For the Kitchen
BENSON'S CORN STARCH

EDWARDSBURG STARCH CO'Y Limited

ESTABLISHED 1858.

53 Front St. East,
TORONTO.

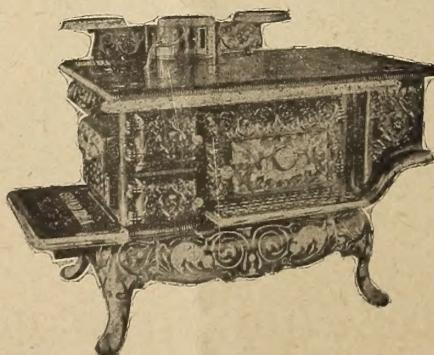
Works:
CARDINAL, ONT.,
CANADA.

164 St. James St.,
MONTREAL.

Canada's Pride

*AN ENTIRELY
NEW
PRODUCTION.*

Embodying New and
Desirable Features.



Extra Deep Fire Box.
Duplex Grates.
Vertical Damper
Corrugated Oven.
Reliable Oven Thermometer
Reservoir That Will Heat

Acknowledged to be the most highly finished range made in Canada.

We positively refuse to sell to more than one dealer in any town or city. Write for catalogue and prices.

GUELPH FOUNDRY CO., LIMITED
GUELPH, ONTARIO.

THE RETAIL MERCHANTS' JOURNAL

OFFICIAL



ORGAN OF

THE RETAIL MERCHANTS' ASSOCIATION OF CANADA

TORONTO MAY, 1904.

PROGRESS IN SOUTH AFRICA.

Africa, "the dark continent," is rapidly becoming an "enlightened continent," thanks largely to British rule and influence. A decade ago that part of Africa, known as Egyt, was in a parlous state, and the Khedive was on the verge of bankruptcy. Then the British Government, through the able management of Lord Cromer, took hold of the finances, and assisted the Khedive to bring order out of chaos. The result is very gratifying; things are flourishing to a remarkable extent, and the people are contented and prospering. Instead of a large debt overhanging the country, there is a large surplus.

The Soudan, too, has been rid of marauding bands and peace and quietness reign there. Things are moving along smoothly and progressively. A remarkable engineering feat has been accomplished by the construction of the Assouan Dam and Barrage, thereby adding enormously to the area of crop-bearing land.

And when we turn to what is known as "South Africa," we find that, although the war caused much desolation and loss, things are rapidly righting themselves and much progress is being made.

As an instance of the energy and push that is being shown we learn from the *Empire Review* that an exceptionally powerful steam crane excavator has just been acquired by the Cape Government for use in the Thebus irrigation works. India and South Africa have both familiarized us with the marvellous rapidity of excavation works carried out by native labour organized under European control, but the best achievements of manual labour sink into a second place beside the capabilities of this giant steam shovel. The new crane, which was built by Messrs. John H. Wilson and Company (Limited) of Liverpool, will fill 100 to 200 four-yard waggons — containing, say, from 400 to 800 cubic yards of material—in a day or ten hours. The smaller quantity relates to hard material and the larger to soft material. From fifty to sixty complete operations—scooping a bucketful of material and dipping it into the wagon—can be performed in an hour. It is obvious that where native labour is scarce and white labour is dear, the use of such capable appliances as this will greatly accelerate, as well as lower the cost of, those irrigation works whose early completion is so vital to the agricultural progress of the Colony. This is typical of what is being done in other ways to improve South Africa.

IRONSIDES METALLIC GAS MANTLE CO.

We wish to call the attention of our readers to the advertisement of the Ironsides Metallic Gas Mantle Co. in another column. This company was started by Mr. W. M. Taylor a few years ago and has been steadily increasing in the estimation of the public and has already been forced to move to more commodious quarters. At their present address 309 Yonge Street, they manufacture and sell nothing but the best in incandescent gas goods. The sterling quality of their mantles and the high standard of efficiency to which Mr. Taylor has raised their arc lights has been a surprise to the incandescent trade of America. The Silent Light Patent which is controlled by this firm is the invention of Mr. Taylor and it is an invention which all true Canadians should be proud of, considering that we having taken the gas arc idea from our neighbors to the south and have accomplished more in the line of improvements than they have ever attempted. We wish Mr. Taylor every success, and recommend all who wish first-class incandescent gas goods to call at 309 Yonge Street where they will receive every courtesy.

CLARE BROS. & CO.

[LIMITED]

Manufacturers of

**Stoves, Ranges, Hot Water Boilers,
Hot Air Furnaces, Registers,
Radiators, Hollow Ware, Etc., Etc.**

**Head Office,
Preston, Ont.**

Preston & Winnipeg

THE ERIE TOBACCO CO.

(LIMITED)

WINDSOR.

MANUFACTURERS OF
QUEEN'S NAVY PLUG, CHEWING,
AND QUEEN'S NAVY CUT
PLUG, SMOKING.

"Wearwell" Brand

RIBBED COTTON HOSE.

By paying all our attention to our two lines, we are enabled to turn out the best Cotton Hose on the market. We are the exclusive users in Canada of a **Patent Dye**, which is **Sanitary, Stainless**, and guaranteed **Perfectly Fast**.

We also make **WORSTED HOSE**, in 2 and 3 ply Imported Yarn.

Manufactured by

CLINTON KNITTING CO., - - CLINTON, ONT.

Sold by

The RICHARD L BAKER CO., 60 Yonge St., Toronto.

**CLOTHING DEALERS AND
HARDWARE MERCHANTS**

Can only have a complete stock by placing an order with the

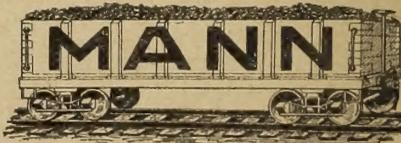
Dominion Coat and Apron

Mfg. and Supply Company, Limited
505 Yonge St., - TORONTO.

For a Supply of

**Dentists', Butchers', Barbers', Bar Tenders',
Bakers', Waiters' and Carpenters'
APRONS AND DUCK COATS.**

If you have not one of our Catalogues, send for one, and give us a trial order, which will greatly benefit you.



Kept all their customers warm during the coal famine of last winter, and charged only summer prices to those who booked their orders in the summer.

All members of the Retail Merchants' Association who do not already **BURN MANN'S VERIBEST COAL**, will be used well if they start now.

MANN COAL CO.,

319 DUFFERIN ST. Fone Park 490
BRANCHES—1368 Queen West; 212 Eastern Ave.



THE OFFICIAL ORGAN
OF
The Retail Merchants' Association of
Canada
(INCORPORATED).

"ALL RETAIL TRADES UNITED."

Price, \$2.00 Per Annum, in Advance

Correspondence is invited, but we do not hold ourselves responsible for the statements or opinions of those using our columns.

Copy for change of advertisements must be sent to the office, **21 Richmond St. West.** 'Phone Main **2316**, not later than the 1st of each month.

Secretary and Editor, - E. M. TROWERN.
TORONTO, CANADA.

MAY, 1904.

SPECIAL TAXATION FOR DEPARTMENT STORES.

The Ontario Legislature have at last recognized the claims made by our Association. Nothing is more truthful than the old saying, "Eternal vigilance is the price of liberty," and the truthfulness of this claim has been fully demonstrated in the results just accomplished through the untiring efforts that our Association has put forth during the past seven years in endeavoring to call the attention of our legislators to the fact that department stores should pay an additional rate of taxation to that paid by specialists and single line dealers.

In the Municipal Taxation Bill a clause has just been incorporated which reads as follows :

"Every person carrying on the business of what is known as a departmental store or of a retail merchant dealing in more than five branches of retail trade or business

in the same premises or in separate departments of premises under one roof, or in connected premises, where the assessed value of the premises exceeds \$20,000, for a sum equal to 50 per cent. of the assessed value of the said land and premises in addition to the full assessment of such land and premises."

Every department store therefore in the Province of Ontario which is assessed for more than \$20,000 will pay double what single line retail merchants will pay in cities of fifty thousand or over. This is the first time in the history of this Province when the Legislature has recognized that department stores require special legislation and that they must be dealt with as a separate class and taxed higher than specialists. This has been the contention of the great body of enlightened retail merchants all over this Dominion for some years past and especially by those who have studied the departmental store problem. We have at last succeeded in calling the attention of our Legislators to the fact and they have recognized our claims. It is a victory that has been won by constant effort and untiring application and every member of our Association who has stood by the officials and who have sustained them in their efforts, should be congratulated on seeing the first step taken by our Provincial Government in recognition of our cause.

When the Bill was before the Committee an effort was made by the solicitors for the department stores to have the rate reduced equal to that of single line merchants throughout the Province and the general feeling was that it should be increased rather than decreased, and the bill stood as originally drafted.

This is the first step in the direction of proper legal regulation for department stores whose efforts are directed in an attempt to

destroy the trade and business of men who are endeavoring to carry on the legitimate trade upon which they have learned and spent the best years of their life in.

Good healthy competition that is conducted with proper motives should always be encouraged, as it stimulates energy, and brings out the highest attainments of the human mind, but competition that is inaugurated with the prime motive of destroying your opponent and then creating a monopoly for selfish purposes, and public inconvenience, should be prevented by proper legal enactments.

In Toronto with a population of about a quarter of a million people, the Dry goods business is almost wholly controlled by three firms, two of which are large department stores. This trade has been captured from the single line experienced dry goods merchant and there is only one general dry goods store left, that of John Catto & Co. in the heart of the city. There are a few in the outlying districts and suburbs, and with these few exceptions the department stores have practically taken the exclusive franchise for supplying the dry good needs of this great city, a privilege of more value than that of the combined franchises of the Street Railway, Electric Light and Telephone. If the argument is sound that the three latter companies should pay something into the City Treasury for the privileges they enjoy in addition to paying their proper share of taxation why should not department stores pay their fair share of taxation when they have taken a public franchise for which they pay nothing.

The reduced value of retail real estate, and the reduced yearly earnings of the merchants caused by department store methods are subjects that should be carefully considered by Legislators and Municipal Councillors, and we must again congratulate ourselves that at last we have succeeded in having our contention recognized

HALLWOOD CASH REGISTERS

INDICATE

Correctly and Exactly

EVERY DETAIL OF

EACH TRANSACTION.

NO OTHER REGISTERS WILL DO THIS.

Write for Particulars.

HALLWOOD CASH REGISTER CO.

OFFICE AND WORKS:

**78 & 80 King St. East
TORONTO, ONT., CANADA.**



NATIONAL MULTIPLE CASH REGISTER.

Does the work of six separate cash registers.

Keeps a record of each clerk's transactions.

Keeps each clerk's money in a separate cash drawer.

Federal Life Assurance Com'p of Canada

HEAD OFFICE

HAMILTON — CANADA.

Amount written 1903 - - -	\$ 2,748,172.50
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Income 1903 - - - -	\$ 562,987.08
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In force, Dec. 31st, 1903 - - -	\$ 14,945,249.56
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Capital and Assets - - - -	\$ 2,764,528.35
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LOW-PRICED CASH Registers

WE GUARANTEE to furnish a better cash register,
and for less money than any other concern.

National Cash Registers

Are made in 393 different styles. Prices, \$40, \$50, \$75
\$100, \$125, \$150 and upwards.

OUR 1904 MODELS NOW READY.

AUTOGRAPHICS,
CHECK-PRINTERS,

SALES-PRINTERS,
TOTAL-ADDERS,

DETAIL-ADDERS,
SLIP-PRINTERS.

MULTIPLE CASH REGISTERS.

One gives you all the advantages of six separate cash registers. The only cash register on the market that tells which clerk made the mistake.

ALL REGISTERS ARE SOLD ON EASY
MONTHLY PAYMENTS.

Write for full information, or have our agent call to explain.

National Cash Register Co.

DAYTON, OHIO.

AGENCIES IN ALL LARGE CITIES

N. C. R.
Co.
Dayton, O.
Please have
your agent call
when next in my
vicinity. This puts
me under no obligation
to buy. I saw your ad in
THE RETAIL MERCHANT'S
JOURNAL.

Name.....

Address.....

and recorded as a tangible one on the statute books of the Province of Ontario. May success attend our efforts in the future as they have in the past and we feel certain they will with the assistance of those free born citizens the Retail Merchants of the Dominion.



LEGISLATION TO REGULATE THE LOCATION OF RETAIL STORES.

A bill introduced by Mr. Davis, M.P.P., to amend the Municipal Act, received its final reading.

Clause 10 in the Bill is as follows :—

10. *The Consolidated Municipal Act, 1903,* is amended by inserting therein the following as section 541a :—

541a. The councils of cities and towns are authorized and empowered by a two-thirds majority of the whole council to pass and enforce such by-laws as they may deem expedient ;

(a) To regulate and limit the distance at which buildings on residential streets shall be built from the line of the street in front thereof; such distance may be varied upon different streets or in different parts of the same street.

(b) To prevent, regulate and control the location and erection and use of buildings for laundries, butcher shops, stores and manufactories.

The location, erection, construction or use of any buildings in contravention of any such by-law may, in addition to any other remedy provided by law, be restrained by action at the instance of the municipality passing such by-law ;

Provided that this section shall

not apply to any buildings now erected or used for any of the purposes aforesaid, so long as they continue to be used as at present.



HIDING THEIR LIGHT.

If some manufacturers only knew how little their wares were known among the retail trade of the Dominion, they would not be surprised at their limited volume of trade.

Only last week a number of retail merchants, who were having an informal conversation before their meeting opened, remarked that they were surprised to find the addresses of manufacturers in the advertising columns of their official organ whom they had never heard of before, and some who made goods that they never suspected were made in Canada. This is not as it should be. Every manufacturer who invests his money in machinery, engages his workmen to make articles and devotes his time to the development of his business, should not hide his light under a bushel. He may say that he can always sell more goods than he can manufacture. This condition may apply to-day but what about to-morrow ?

This is an age of rapid evolution, an age when the printing press is the guiding star of commerce, and the manufacturer whose name is constantly in front of the buyers is the one who is forging ahead. If he dropped his name from the public records, it would be equivalent to having his wares very shortly removed from the retail counters. Every successful manufacturer that the world has ever known has had his name placed prominently before the retail trade and kept it there until he retired from active operations. Who is there, the world over, who has not heard of Keen's Mustard, Lee & Perrins' Sauce, Sunlight Soap, National Cash Registers, Gillet's Magic Baking

Powder, Dr. Pierce's Golden Medical Discovery, and a large number of other articles made by prominent world famed makers ? When these men cease to advertise they will cease to live, because they know that the only way to create a demand for their wares is to let the people know what they make. To advertise successfully means that a certain percentage of each year's profits must be laid aside for advertising purposes, or even before profits are earned, a certain sum out of capital account must be invested in advertising before a successful business can be assured. Circulars and catalogues are useful and necessary, but they lack the influence that a trade or an association journal lends when it commends the wares of the manufacturers, and to depend therefore on catalogues or circulars to arouse interest among the retailers, is a slow and tedious process, as well as a more expensive method.

* * *

THE CANADA SHOW CASE CO.

The Canada Show Case Co., 120-124 Richmond St., E., is at present doing a large business, not only in show cases, but in all kinds of interior wood-work. The following will attest to the satisfaction they afford their patrons :—

DEAR SIR,—It affords me great pleasure to testify to the excellent work done by your firm in fitting up the offices situated at 8 Colborne Street, Toronto. I might say that I now have had fittings put into fifty offices for The Coe Commission Company, and that I have had more satisfaction with the work done by your firm both in regard to time, workmanship and price than with any other fittings.

Wishing you every success.

COE COMMISSION CO.,
Per F. E. Hewitt.



IT Surprised Him.—"You know, Oncle Isaac, dot dey say matches vas made in heaven." "Vot ! Do they haf fires oop there, too?"—Cleveland Plain Dealer.

The Ball Furniture Co.

LIMITED,

WHOLESALE MANUFACTURERS OF

Cane, Cobbler, Upholstered, Perforated
and Common and Fancy wood Seat
Chairs, Bedroom Suites, Sideboards,
Extension Tables, Beds, Etc.

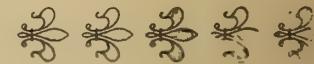
Send for catalogue and prices. Modern designs and goods right in every respect.
Mail orders receive our special attention. Correspondence invited.

Hanover, - - Ont.

Crystal Granulated Sugar



A TRUE CANADIAN PRODUCT
PRODUCED BY CANADIAN LABOR
MADE IN A CANADIAN FACTORY
MADE FROM CANADIAN BEETS
GROWN BY CANADIAN FARMERS



We Guarantee there is no Better Sugar on the Market

FOR PRESERVING AND HOUSEHOLD USE

The Wallaceburg Sugar Co., Limited
Wallaceburg, Ontario.

YOUR OPINION WANTED

ON THE SYSTEM OF GIVING

Premiums, Prizes and Coupons.

Should premiums, prizes, coupons, trading stamps, cash register checks, or any other device be given away with merchandise of any sort, either by the manufacturer, wholesaler or the retailer?

It is a somewhat exhaustive subject if we follow it through all its bearings, and much can be said on both sides of the question. Those who support the giving of any of the above inducements must support the principle that is behind the plan, as they are all based upon the same premises. The underlying principle claimed by the advocates of premiums, etc., is that they attract customers who are looking for something for nothing, and inasmuch as some customers are attracted by this means, goods are therefore sold that would not otherwise be sold, especially as a large number, who once they begin to save up a certain kind of ticket, keep on buying the same class of goods until they either get tired of saving the tickets, or until they obtain the coveted prize.

Prizes at one time such as chains rings, watches and other articles used to be placed in certain manufacturers' packages, and customers were thereby attracted in the hope that they might secure something of great value. The Legislature, however, stepped in and formed a law placing all such practices under the lottery act and making it a criminal offence. The glittering lottery principle having thereby received its death notice, the premium or coupon system followed in its wake, until at the present time hundreds upon hundreds of manufacturers and retailers are vying with one another to see who can give the greatest amount of showy goods for the least amount of cost, and thereby attract by this system of bribery the greatest number of customers.

From a lottery the system has been modified and converted into bribery, and it has developed so rapidly during the past few years, that conservative manufacturers and solidly constructed retailers are contemplating on what course they should adopt.

Those who are opposed to all gift schemes, all coupon, premium or prize attractions, claim that the foundation upon which the above system is built is entirely wrong and that steps should be taken to abolish it, in the same way that the lotteries were dealt with, by applying to the Legislature, and having the Criminal Code amended so as to make it illegal.

In our opinion there can be only one reasonable view to take concerning the whole subject. Goods that are manufactured at the lowest possible cost and made of the highest excellence, should not require to be piloted into the homes of the people by offering them some brass jewellery or some pewter metal forks or spoons, and all reasonable, normal minded men and women should remember, that no matter how cheap the bribe may be, whatever it costs it should be applied to making the article better or selling it cheaper. If people want good breakfast foods, let them buy the best breakfast foods, and if they want brass jewellery and soft metal knives, the market is flooded with them and they can be purchased at very little cost.

When one manufacturer or retailer adopts this plan others are forced to follow, and so the custom develops all the symptoms that we are familiar with in vicious competition, and each vie with the other as to how much trashy furniture, brass jewellery or metal goods can be given away with an "all-day-sucker," or with some packages of "morning glory" oatmeal.

The very fact that it is necessary to give something away with the article sold, is *prima facia* evidence that the article offered is not worth the value asked, other-

wise why should the goods be discounted by the offer.

We have stated before, and we repeat it here, that wherever you see a sign, stating that "Merchants Exchange Tickets," "Discount Checks," "Trading Stamps," or "Coupons" of any sort, are given; it is evidence that the goods in the store are all marked at credit prices, or else why should a discount or a bribe of any sort be necessary?

If cash customers are entitled to a discount, and a merchant's goods are all marked at credit prices, why not give them a straight cash discount? Or, why should not the manufacturer reduce his goods to the customer if he thinks they are entitled to something besides the goods he makes?

Some merchants argue that the cash register tickets or the "merchant's exchange tickets" are given as discounts for convenience and when they save them up and get a certain number, they can be redeemed easily, but the principle that underlies this whole system is wrong. If a customer buys an article in a store that is marked \$1, the credit price, and by paying cash the customer is entitled to 5 per cent off, why should he not get the five cents immediately? Why should he be obliged to save up a lot of promissory tickets, taking the risk of losing them, or of having them stolen or destroyed? If he is entitled to five cents he should receive it, and so also is every single customer who passes in and out of the store every day entitled to receive it. If all the cash buyers are not served alike, and if a storekeeper discriminates by only giving those who ask for the tickets or checks, he is guilty of holding back from those customers what properly belongs to them, and in this way he is unfair and dishonest. In our opinion there can be only one way to settle this much vexed question and that is to prepare Legislation that will compel every merchant



THE KNECHTEL FURNITURE CO. LIMITED

HANOVER, ONT.

Manufacture a Complete Line of Furniture particularly well adapted for full car-load shipments.

4 LARGE FACTORIES

at Hanover, Walkerton and Southampton.

5 SAW MILLS at Chippewa Hill, Stokes' Bay, Tamarac Island, Hanover and Walkerton.

TIMBER LIMITS in Bruce Peninsula.

From the Tree to the Finished Product. That's why we can give such good value.

EXHIBITS at Winnipeg and Toronto in July.
TO THE TRADE ONLY.

The Clinton Show Case Works

Manufacturers of
High-Grade

SHOW CASES

FOR

Jewellers, Confectioners, Druggists,
Hardware Dealers, Dry-Goods,
Fancy Goods and all other trades.

Send for Catalogue.

CLINTON, ONTARIO

WIRE

DO You Handle
Wire?

We manufacture and sell
all kinds of Wire.

HAY BALING WIRE.

OILED AND ANNEALED WIRE.

PLAIN GALVANIZED FENCE WIRE.

**GALVANIZED HARD COILED SPRING
WIRE**

In Carloads, or less than Carloads.
WRITE FOR PRICES.

The B. Greening Wire Co.
(LIMITED)
HAMILTON, ONT.

or manufacturer to redeem any ticket, check, coupon, or similar device, at its cash value at any time they may be presented, either singly or in quantities, and the cash value of the tickets should be printed on them.

This is a perfectly fair proposition, and we want every Branch of our Association to take up this subject and thoroughly discuss it. It will come up for consideration at our Convention, which will be held on July 5th and 6th, and if it meets with the majority approval, it will be transferred to the Legislation Committee, so that a measure can be prepared ready for the next session of the Legislature.

GENERAL EXECUTIVE BOARD.

TORONTO BRANCH.

A special meeting of the General Executive Board of the Toronto Branch of the Retail Merchants' Association of Canada was held on Wednesday evening, May 25th, in the board room. The President, Mr. S. Corrigan, in the chair.

The report of the legislative committee was brought in by Mr. W. B. Rogers, who recommended that the Provincial board prepare a bill and submit it to the various branches throughout the Province, to amend the Pedlar's License and Transient Traders' Act.

The report of the municipal committee was brought in by Mr. G. E. Gibbard, who recommended that further action be taken with regard to the charges made by Mr. Heal against the civic waterworks department. And Mr. Heal should have an opportunity to prove his case.

A resolution was unanimously passed requesting the Board of Control to discontinue giving any grant to any public body for conventions or other such purposes.

The question of fire insurance was discussed very fully, and a large number of merchants complained of the increase in rates.

Messrs. Hargreaves, Mann, Corrigan, Good and Trowern were appointed a special committee to bring in a report on the question, and to meet with similar committees from other public bodies. The Treasurer, Mr. Wm. Dineen, reported a great increase in membership over last year up to the present date, and the financial condition of the Branch very much more satisfactory. A committee consisting of Messrs. F. C. Higgins, Willmot, Good and Guest, was appointed to make arrangements for the annual excursion.

SECOND ANNUAL BANQUET.

BERLIN AND WATERLOO BRANCH.

Every retail merchant who attended the second annual banquet of the Berlin and Waterloo branch of the Retail Merchants' Association of Canada, which was held in Waterloo on Tuesday evening, April 26th, is shaking hands with himself and telling his less fortunate neighbor what he missed. It was really what some banquets are not, interesting, enjoyable and decidedly helpful. The addresses were practical, instructive and amusing. President A. Weseloh, made an admirable chairman.

There was a superabundance of delicious viands, and the service was excellent, and every one of the guests were delighted with the dinner.

Among those present were A. Weseloh, Ed. Dunke, A. Gertz, G. D. Stumpf, E. Roedding, Geo. Buck, Hy. Stuebing, W. H. Becker, L. R. Clarke, Geo. J. Schell, W. R. McColl, A. A. Rose, Jas. J. MacCallum, L. D. Merrick, W. H. Leeson, S. A. Brubacher, A. J. Gabel, Herman Boehmer, E. W. Becker, W. J. Wppard, E. J. Shantz, A. Eby, S. Lutz, G. Harrison, L. J. Winn, C. Dunke, F. Tylinski, of Berlin; Hy. Liphardt, C. Roos, Wm. Conrad, W. J. Krueger, A. E. Sanderson, J.

Conrad, A. K. Roesche, J. Ritzer, Mayor Uffelman, E. H. Zick, E. J. Roos, V. M. Berlet, of Waterloo; B. W. Zieman, President, Preston Branch; G. D. Pringle, President, Guelph Branch; and E. M. Trowern the Dominion Secretary.

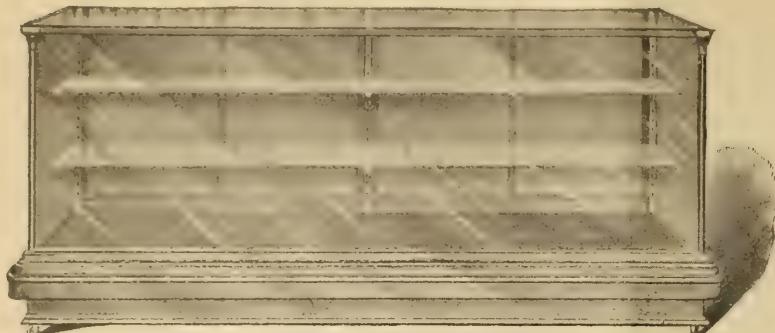
President A. Weseloh opened the meeting and in his address he reviewed the past two year's work and said that the Association has been a decided benefit to the members. After the toast to the King, Mr. H. Stuebing gave a German recitation which was well received. The toast to "The Retail Merchants Association of Canada" was proposed by Mr. S. A. Brubacher. He referred to the advantages that the Association had been to every retail merchant in the Province and Dominion and he stated that he was firmly convinced that every city and town in the Dominion should be enrolled under the one association. He mentioned the advantage that the Association had been to them in local matters, and stated that with few exceptions,—and those exceptions they hoped soon to have enrolled—every retail merchant in the Twin Cities belonged to the Association. The toast was responded to by the Dominion Secretary, Mr. E. M. Trowern, who reviewed very fully the great developments that had taken place in the Association since its inception and the Legislation that had been obtained and also legislation that the Association required.

The Sister Associations was proposed by Mr. W. J. Woppard and responded to by B. W. Zieman, of Preston, and G. D. Pringle, of Guelph. Both gentlemen spoke of the mutual benefit to be derived by the merchants, by membership in the association, both practical and social. Mr. Pringle said, "God knows we have trouble enough with our customers, without helping to make it for each other."

After a song by Mr. Harry German, the Twin City Association

ALL GLASS TOP

NO WOOD frame ABOVE or AROUND the glass to become scratched, dirty and unsightly in appearance.



THE CORONATION (Patented)

BEST ON EARTH.

HAS NO EQUAL.

IF IT'S A
"Coronation"
IT'S THE
GREATEST
Money Maker

Our Patent "Coronation" Floor Case has taken the market by storm generally. It is the **most popular** case made. Why? Simply because it is the **most exquisite, attractive serviceable** and **money-making** case that is to be found anywhere in the markets of the world to-day.

We make this statement **boldly** and **fearlessly**, and in proof thereof we will cite a single instance out of many: Within the past few months we have fitted the premises of J. W. T. Fairweather & Company, Yonge Street, Toronto, who sell Hats, Furs and Men's Furnishings, with nearly \$3,000.00 worth of our cases, about \$1,000.00 of which were Coronation Cases for the Men's Furnishing Department, the balance going to the Ladies' Hat, Waist and Cloak Departments. This is one of the best and most up-to-date houses in the city and they are people who are looking for the best every time. We are putting this style of case into all the best stores in Canada.

N. R. LINDSAY,
Manager.
Phone Main 3611

Dominion Show Case Company

Office and Factory:
53 Richmond St. East
TORONTO

was toasted by Mr. W. H. Becker, in a felicitous address. Mayor Uffelman, Waterloo, replied.

He expressed his pleasure at being present and congratulated the members on the success of the dinner. He spoke of the Twin Cities well equipped with stores, beautiful parks, good roads, fine homes and celebrated bands, and said there should be a broad and friendly feeling between the two towns.

He thought that some arrangement could be entered into whereby Waterloo would help supply Berlin with water and Berlin's new lighting plant could light Waterloo. He thought this should be looked into.

Mr. W. H. Leeson responded briefly for Berlin.

Toasts to The Press and to Mine Host closed the program soon after midnight and a special car brought the Berlin members home at one o'clock.

APPOINT YOUR DELEGATES
FOR THE CONVENTION.

The date for the annual convention of the Dominion Board of "The Retail Merchants Association of Canada" to be held in Toronto has been fixed by the Executive officers for Tuesday and Wednesday, July 5th and 6th. Every organized branch in the Dominion will be expected to send representatives, as business of great importance will come before the meeting.

Draft copies of the Dominion and Provincial Legislation that will be asked for at the next session of Parliament will be presented, and required amendments will also be made in the constitution and by-laws of the Association. This will be an excellent opportunity for the members from all parts of the Province and Dominion to meet one another face to face, and to become as they should be, thoroughly acquainted. The

members of the "Toronto Branch" have generously offered to entertain the visitors, and as is well known, that means that not only will the meeting be instructive but the social entertainment will be worthy of a visit to the city.

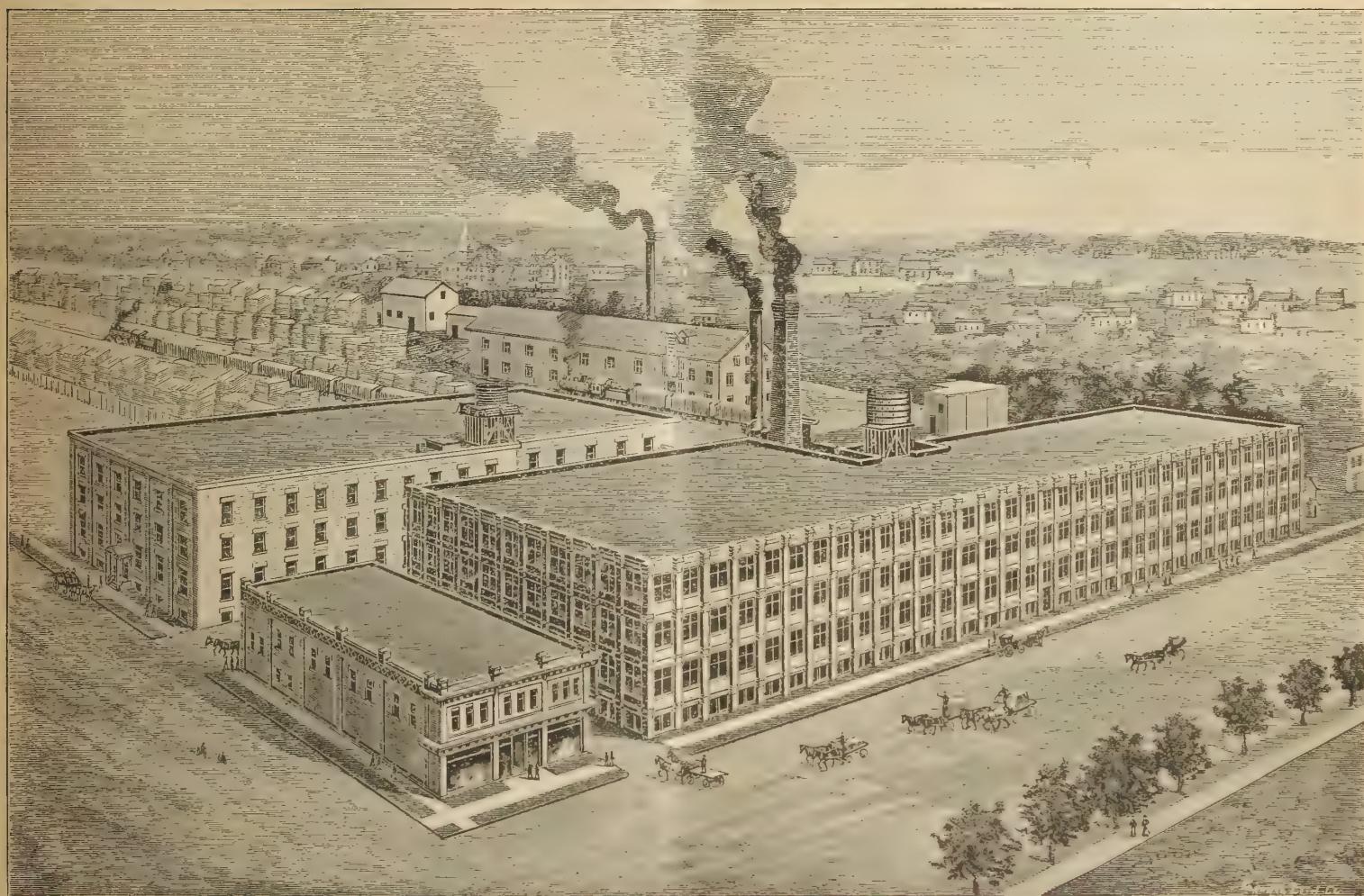
Officers will be elected for the coming year and several subjects of great importance will then come up for consideration.

Representatives from those cities and towns that are not already organized are invited and will be made welcome if they attend. The names of all delegates and visitors are requested to be forwarded to the Dominion Secretary E. M. Trowern, 21 Richmond St. West, Toronto, as early as possible.

Mr. Jones—This is very poor economy, Clara.

Mrs. Jones—What do you mean?

Mr. Jones—Why, for you to buy a 40 cent step ladder and keep me home from business to hold it for you.



One of the four large furniture factories operated by the Knechtel Furniture Co., Limited, of Hanover, Ont.

A GLIMPSE AT CANADIAN ENTERPRISE.

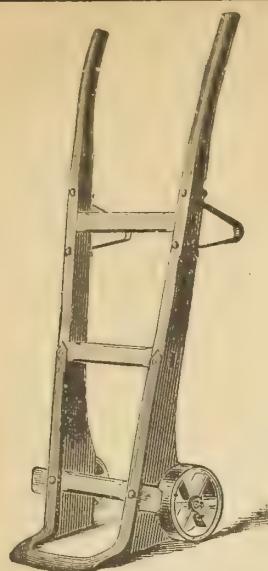
In the busy rush of everyday life, few merchants have time to investigate the great manufacturing developments that are growing up all over this prosperous Dominion. Time and again when members of our Association have been turning over the pages of this journal, reading the advertisements, they have expressed themselves as being surprised that we made so many articles in Canada that they had never heard of before, and whose names were unfamiliar to them. We are quite aware that there has been a tendency in the past to cast our thoughts across the boundary line, or away across the ocean, when the manufacturing interests were being considered, and Canada, our native land, has been forgotten. Our aim, therefore, in the future will be to place

directly in front of the busy merchants, both wholesale and retail, illustrations of some of our most prominent manufacturing industries, giving a short sketch of their growth and prosperity. This will help to familiarize the merchants and the buying public with the name of the makers, and thereby impress upon them the fact that in Canada we have enterprising and skilled manufacturers and workmen, competing for their livelihood, and comparing equally and in some cases in advance of the great makers of the world.

We have much pleasure in presenting in this issue an illustration of one of the four large furniture factories operated by the Knechtel Furniture Co., Limited, whose head office is situated in the thriving town of Hanover, Ont. They rank as the second largest furniture manufacturing concerns in the Dominion. This company operates four large furniture factories, five saw-mills, and has large timber limits in the Bruce Peninsula.

From the tree in the forest to the finished product is a long and extensive process requiring knowledge of details and executive ability of no mean order. That the company has been successful from the shareholders' point of view, as well as that of the dealers', indicates good business management.

"Knechtel furniture" is favorably known all over Canada, and as the company has been in business for over thirty years, there are not many homes in this country but what are either partly or wholly furnished with the product of their factories. "Nothing succeeds like success," and it is also true that successful dealers buy from successful manufacturers, for the simple reason that it pays to do so. The company is at present putting up a large addition to their Hanover factory, which will measurably increase their capacity when completed two months hence, when they will be better able to keep pace with their rapidly increasing business.



The London Foundry Co.

LIMITED.

Are the Largest Manufacturers in Canada of Steel Tray and Tubular Barrows. Railroad Wheelbarrows. Garden Wheelbarrows. All kinds of Wheelbarrows. Store and Wareh use Trucks. Railroad and Steamboat Trucks. Cheese, Barrel and Bag Trucks. Hand Carts. Platform Factory Trucks and Wagons. Portable Forges of all kinds. Blacksmiths' Blowers. Tuyere Irons, Tire Benders and Upsetters. Horizontal and Upright Dills. Mandrels, Swage Blocks, etc. Pressure Blowers and Fans. Washing Machines. Lard and Tallow Presses. Cider Mills. Print Butter Carriers. Butter Workers. Factory Churns. Lawn and Field Rollers. Hose Reels. Green Bone Grinders for Poultry Food. Wagon Skeins and Boxes. Cart and Truck Skeins, Barn Door Hangers and Tracks. Builders' Columns. Structural Iron Work.

Fine Iron Castings a Specialty.

We make a Specialty of manufacturing Small Machinery and Novelties for Patentees and others not having factory facilities of their own.

LONDON, ONT.

SUSPENDERS.

Support Home Industry.

THE BERLIN SUSPENDER THE BEST MADE.

Sold from coast to coast.

OUR TRADE MARK: "We fear nae foe." When wearing the Berlin Suspenders you are "WELL BRACED" and ready for any emergency.

THE BERLIN
SUSPENDER and
BUTTON CO.,
BERLIN, ONT.

100 PER CENT. MADE BY CLEAR PROFIT SELLING MERRILL'S *Famous Family Remedies.*

These preparations are all made to be sold over our own retail drug store counter, and the quality is such that you can honestly recommend them to your customers, and be sure of holding their trade and making them friends of Merrill's Remedies.

FOUR T's. T. T. T. T. The largest selling cough and cold cure in Canada. Retails for 25c. bottle.

MERRILL'S SYSTEM TONIC. A general remedy that you can safely recommend in most any case of loss of health from whatever cause, and as a positive cure for Rheumatism, Dyspepsia, Constipation, and Kidney Trouble. Retail for 50c. bottle.

WIZARD LIGHTNING. Cures pain inside or out, in man or beast, in 5 minutes. Best pain killer on the market. Retails for 25c. bottle.

We make a full line. Send for list, terms and prices. We supply good advertising matter. Mention this journal.

MERRILL MEDICAL CO., DRUGGISTS,
BRANTFORD, - - ONT.

The Harriston Shoe Co., LIMITED.

MANUFACTURERS OF
Men's, Boy's, Youth's, Women's, Misses' and Children's Shoes.

McKay sewed and Standard Screw in Grain and Pebbled also Box Calf and Dongola.

We use nothing but solid Leather consequently our prices might be lighter than competitors but our shoes are so much better.

Our travellers are out with fall samples and we solicit for them a share of your orders.

THE WOODSTOCK CEREAL CO., LIMITED.

WOODSTOCK, ONT.

5 BAGS ROLLED OATS.

1 BAG OATMEAL.

1 BAG SPLIT PEAS.

1 BAG POT BARLEY.

Makes a good trial order. Shipped immediately on receipt of order. Freight prepaid to your station. Write for our prices.

Woodstock Cereal Co., Ltd.,
WOODSTOCK, ONT.,
CANADA.



FOR
Store Fittings,
Show Cases,
Floor Cases,
Mirrors, &c.,

GO TO

WOOLNOUGH & OTTER

MANUFACTURERS.

FINE CABINET WORK
A SPECIALTY.

ESTIMATES FURNISHED.

106 ADELAIDE ST. WEST TORONTO.

REPAIRING AND RE-VARNISHING

THE OWEN SOUND

Wire Fence Co.

Manufacture the highest class of

WIRE FENCING

Quotations gladly sent to all intending purchasers.

OWEN SOUND, ONT.

AD WRITING THAT DRAWS.

W. H. Eaton

115 BAY STREET
TORONTO.

WOODSTOCK BRANCH.

Another active Town was added to the honor roll of the association on Thursday Evening, May 5th, 1904, when a local Branch of The Retail Merchants Association of Canada was formed.

One of the leading spirits in the movement was Mr. W. A. Karn, who has always taken a very deep interest in the work of the Association. The meeting was held in the parlor of the New Oxford Hotel and was very largely attended. Every member present favored the formation of a Branch Association.

Mr. S. A. Brubacher the active Secretary of the Berlin and Waterloo Branch was present and addressed the meeting and told the merchants some of the advantages that had been obtained by the organization in the twin Cities.

Mr. James Eadie, Provincial Organizer and the Dominion Secretary briefly addressed the meeting, and the following officers were elected :

President, W. P. Hurst, Boots and Shoes.

1st Vice-President, J. L. Wilson, Jeweller.

2nd Vice-President, Peter Poole, Grocer.

Treasurer, J. Rippon, Stationer.

Secretary, J. H. Franks, Coal and Wood Dealer.

The meeting then adjourned to meet again on Thursday Evening, May 26th, in the Town Hall. This meeting opened with an excellent attendance. The newly elected President opened the meeting with a short and business like address.

The Secretary read the minutes of the last meeting, and new business was immediately proceeded with.

For some time past the retail merchants have found that the time schedule of the Grand Trunk and C. P. R. railways have been very inconvenient for out of town customers, and after considerable discussion a resolution was unanimously carried asking the management of both railways to change

the time table to suit the convenience of the merchants and their customers.

The question of cartage rates was then taken up and it was the unanimous opinion that the special charge added to the express rates for hauling goods from the manufacturers or wholesalers to the railway depot should be abolished. The amounts were small but they totalled up at the end of the year, and they considered that the principle underlying the system was wrong. A unanimous resolution was passed and ordered to be forwarded to the Dominion Secretary requesting the Dominion Board to take the matter up and submit it to the various Branches of the association so that united action could be taken upon it. The question of early closing on one half day during the summer months was also taken up and committees were appointed from the various sections of trade to confer with the members in each line and report at the next meeting as to what the general feeling on the subject was.

The Secretary reported that they started out with a membership roll of sixty six members.

On the following Monday evening Mr. F. Millman called the grocers together and a strong Grocers Section was formed, Mr. John Scott was appointed chairman, to co-operate with all other Grocers Sections throughout Canada.

DUNNVILLE ORGANIZED.

For a long time the retail merchants of Dunnville have expressed themselves as being anxious to form a Local Branch of "The Retail Merchants' Association of Canada," and on Friday evening, May 31st, a large and enthusiastic meeting was held in the Town Hall.

Mr. R. A. Harrison, Druggist, who has done so much work in connection with the drug section of our association, was unanimously chosen to take the chair. He

thanked the merchants for the honor conferred upon him and opened the meeting by explaining the benefits to be derived from united action, and he hoped that all present would assist in forming a branch association and become united with the Dominion Board.

Mr. A. J. Dobbie, County Organizer and the Dominion Secretary were then called upon and addressed the meeting, and the following officers were elected for the present year :

President, R. A. Harrison.
1st Vice-Pres., F. J. Ramsey.
2nd Vice-Pres., J. Galbraith.
Treasurer, W. Stone.
Secretary, J. H. Smith.



BUTCHERS' SECTION.

TORONTO BRANCH.

The regular monthly meeting of the "Butchers' Section" was held on their regular monthly meeting night May 10th, the second Tuesday in each month.

In the absence of the chairman, Mr. F. Fuerst, who has been ill for some time, the chair was occupied by the 1st Vice, Mr. A. Adamson. The minutes of the last meeting were read and confirmed.

The report of the Executive was brought down, and it stated that they had held a Conference with the Committee of the Butcher Workmens' Union regarding the desirability of encouraging generally the closing of the stores at 7 o'clock during the summer months, and they would like the meeting to consider the matter. The question was very fully considered and a unanimous resolution was carried, favoring the closing of all retail Butcher Shops at 7 o'clock during the summer months, and Wednesday afternoon during June, July and August.

The advisability of holding an excursion this year instead of a picnic was discussed, and a committee was appointed to bring in a report at the next meeting.

THE RETAIL MERCHANT'S JOURNAL OF CANADA

PHOTOGRAPHERS FORM A SECTION OF THE "TORONTO BRANCH."

The Photographers of Toronto have recognized the necessity of forming a section and becoming interested in the developments that are taking place in the retail trade all over the Dominion. On Monday evening, May 9th, a largely attended meeting was held in our Board Room at which every prominent photographer in the city of Toronto was present.

The meeting had been called through the request of prominent photographers.

President S. Corrigan of the "Toronto Branch" addressed the meeting. In his usual pleasant and agreeable manner he welcomed the visitors on behalf of the members of the Association and explained to them what advantages had been received by other sections of trade who had become active in association work.

Mr. J. Bruce was unanimously chosen to take the chair.

Each member present was called upon to express his opinion as to the advisability of forming an association and a resolution was unanimously passed endorsing the idea. Every member present then signed the membership roll.

The following officers were then elected:

Chairman—J. Bruce.
1st Vice " J. Kennedy.
2nd " " F. W. Micklewaite.

Treasurer—C. L. Rosevear.

Secretary—A. W. Galbraith.

The newly elected officers thanked the members for the confidence they had placed in them by electing them and they promised to do their utmost to make the photographers section a success.

Mr. Bryce then referred to the high water rate that the city water works department charged photographers, and the question proved one of so much importance to the members that they decided to gather all the information possible and bring it up at the next meeting.

The second Monday of each month was then selected as the regular monthly meeting night.

RETAIL GROCERS SECTION.

TORONTO BRANCH.

The regular monthly meeting of the "Grocers' Section" of the Toronto Branch was held in our Board room, on Monday evening, May 16th, at 8 o'clock. Mr. G. Good, chairman, presided. The minutes of the last meeting were read and upon motion were confirmed.

Mr. F. C. Higgins, chairman of the "Price Contract Plan Committee," brought in the report of that committee, and stated that they had had several conferences with the joint committee from the wholesale and manufacturers committee, and he read a draft agreement upon which they had all agreed.

After a full discussion had taken place on the subject, the report was received and adopted.

A communication had been received from the Secretary of the Open Air Horse Show, to be held in the Queen's Park, on Friday morning, July 1st, asking the members of the section to take part in the exhibition. The communication was received, and Messrs. M. Moyer and W. Miller were appointed a committee to attend the Horse Show meeting, and to take whatever steps they thought advisable. Mr. Walker then delivered a very interesting and instructive address on the best system of book-keeping for retail grocers. It was listened to with very close attention, as he had taken considerable care to point out the weaknesses in most systems, and he dwelt very fully upon the necessity for keeping a purchasing account so as to be able to compare the percentage of purchases to that of sales. He advised retailers who had a limited capital, and whose trade was expanding to make their wholesalers their bankers. A hearty vote of thanks was passed by the meeting and Mr. M. Moyer will continue the subject at the next meeting, which will be held on Monday evening, June 27th.

WOULD-BE PURCHASER: "These cigars are smaller than usual."

Tobacconist: "Yes; you see, the cigar manufacturer noticed that the last inch of the cigars is always thrown away, so he makes them that much shorter."

STRONG
DURABLE
LIGHT



POROUS
AND
CHEAP

SELL FLOWER POTS.

Our No. 1 and No. 2 Assortments, \$5.10 and \$4.15 respectively.
Specially gotten up for grocers and general stores. Write for list.

The FOSTER POTTERY CO.
HAMILTON, ONT.

Limited.

E. M. TROWERN

ISSUES

Marriage Licenses

21 Richmond St. West

**THE MAPLE LEAF
SAW WORKS**

SHURLY & DIETRICH
GALT, ONTARIO



Manufacturers of all Kinds of Saws, Plastering Trowels, Iron and Brass Bedsteads. All Saws Tempered under our Secret Process, which Toughens and Refines the Steel.

OUR \$19.00 HAND SAW.

Our Hand Saws are superior to any other make on account of their finish and temper. No mechanic's tool chest is complete without a Maple Leaf Hand Saw.

"CEETEE" Underwear
Unshrinkable
Full-Fashioned

Never gets hard with washing. Retains its elasticity. Keeps its shape. Is soft and warm. Made from fine pure wool. We replace any that shrink. Made in light weight India Gauze, for spring and Summer. Medium and heavy for winter.

ELASTIC RIBBED UNDERWEAR FOR 1904.—Our Ladies', Children's, and Infants' Vests, Drawers, Union Suits, Corset Covers, Tights, etc., will be right at the top for quality, new designs, new trimmings.

OUR TRAVELLERS WILL CALL ON YOU SHORTLY.

The C. Turnbull Co., of Galt, Limited.

GOULDING & CO., 30 Wellington St E., Toronto.

JOS. W. WEY, 7 Bastion Sq., Victoria, B.C.



ECHO, ECHO,
ECHO, ECHO.

OUR NEW CIGAR

5 CENTS STRAIGHT.

Equal to most so-called 10 cent cigars.

Clear Havana Filler and Sunnated Wrapper

THE
W.H. STEELE CO., Limited

Importers and
Wholesale Tobacconists,

40 Scott St.,

TEL. MAIN 1987. TORONTO, CANADA

O. S. MARTIN, President and Manager
H. MARTIN, Secretary.
**THE WATERLOO BROOM
AND BRUSH CO.**

Successors to

THE BERLIN BRUSH COMPANY

Manufacturers
of
High-Grade



Brooms,
Brushes
AND..
Whisks

Brooms for
Sweeping out
Retail stores a
Specialty.

For sale by all
Reliable Dealers.

WATERLOO, ONT., CAN.

THE
GLOBE CASKET CO'

Manufacturers of every
Description of

**Undertakers'
- - - Supplies**

Telephone No. 169

LONDON, ONT.

DIXON & HALE

HOUSE AND CARRIAGE

PAINTERS,

Paperhangers, Glaziers,
Calsominers & Grainers.

Estimates Furnished. Work Guaranteed.

OFFICE:

44 & 46 Richmond St. East.



**ROSE'S PHOSPHOREX
NATURAL COLOR COMPOUND.**

The great remedy of the age for restoring grey hair to its natural color, no matter what its former shade. It is not a dye, but does its work by supplying proper nourishment and restoring the pigment through the follicles or hair bulb. \$1.00 at drug stores, or—

THE PHOSPHOREX CO., Limited,
Office & Parlors, 43 Yonge St. Arcade, Toronto
Correspondence Solicited

**THE ADVANTAGES OF WIRE
BARREL HOOPS.**

The B Greening Wire Co. Limited of Hamilton, Ontario, report that there is a steady growing demand for the wire barrel hoop in place of the old fashioned elm hoop. The coopers find such difficulty now in getting material suitable for the wooden hoops, and not only has the price advanced to an enormous extent, but it is practically impossible to get enough stock of suitable quality to supply the larger cooperage shops. The consequence is that in trying to use inferior stock there is a very serious loss of time and annoyance both to the cooper and shipper. The wire hoop consists of a piece of No. 9, 10, 11 or 12 gauge steel wire with the ends twisted together and The B. Greening Wire Co. Limited claim their hoops are now made in a perfect circle thus enabling them to slip down over the barrel into their place without binding at any particular point. The price is as low or lower than the wooden hoop.

The Empire College of Ophthalmology

7 Richmond St. E., Toronto, Ont.

PRESENTS AN UNUSUAL OPPORTUNITY TO YOUNG MEN AND WOMEN DESIRING A PLEASANT AND LUCRATIVE OCCUPATION.

A More Desirable Profession than Medicine or Dentistry, Easily and Quickly Learned.

We Guarantee a Splendid Situation to Each Graduate.

GEORGE GUEST Jersey - Cream - and - Milk 108 NASSAU STREET.

ORDERS TAKEN FOR ROUTE DELIVERY
BY PEERLESS DAIRY.

Phone Main 2253.

Do you want a leader in the Cigar line—
one that will draw trade?

THEN KING BUFFALO IS IT.

Send us an order for a sample box, price \$35.00 per 1,000, and you will never regret it. Can furnish intending purchasers with letters of recommendation from customers who have used this brand.

Canada Cigar Co., Makers, London, Ont.

EVERY CONSUMER OF GAS

SHOULD USE THE

ALUMINUM GAS TIP BURNER.

This Burner will unquestionably save **50 per cent. of your gas bills.** The Burners are **absolutely indestructible.** They give a **steady, white light**, and are undoubtedly the most economical Burner on the market. **Our Burner will never break a globe.** Samples sent by mail. **WHOLESALE & RETAIL.**

Have you tried our **Asbestos Mantle**—stronger and more durable than any other make—**Price, 25c.**

HORACE WIGLE, SOLE AGENT IN CANADA
319 YONGE ST., TORONTO



* * *

"THE ECHO."

The numerous varieties of Cigars that are introduced into the market show that the Smoking Public are constantly on the watch for a good Cigar. The enterprising firm of W. H. Steele Co., has recently introduced "The Echo" which for purity of flavor, excellence of leaf and superiority of manufacture cannot be surpassed at the price See their advertisement page.



THE GALT ROBE CO.,

MANUFACTURERS OF

**STANDARD Buffalo Robes, Rugs,
COLD WEATHER GARMENTS,**

Buffalo and Astrachan Coats, Pea Jackets,
Astrachan Cloths, Eiderdowns, Etc.

GALT, ONT.

SOMETHING TO THINK ABOUT.

One of the greatest difficulties our merchants have to contend with, especially in the smaller towns, is the question of collections, largely due to the lack of ready money among the farmers and laboring people. In the last few years an opportunity has arisen to improve this condition, which is as yet but slightly appreciated. We can best explain what we mean by taking for example a town in Ontario of 2,000 people. Three years ago the people in that vicinity became interested in the growing of sugar beets and last year the merchants seeing the benefit to them banded together to get the best possible results. They formed a company to raise 75 acres and the farmers put in a hundred acres in addition, making a total of 175 acres. For this crop about \$9,000.00 was paid out through the local bank, and it also furnished at good wages work through most of the summer and fall to the men, women and boys of the town. The result was that this money was nearly all spent in the town and the merchants were so well pleased that this year they are raising 150 acres and the farmers as much more. The gain to that community this fall will be nearly \$20,000.00, which will go a long way towards keeping the book accounts light during the coming winter. The town we have used as an illustration is 60 miles from the factory, so what has been done there can be done any place within a shipping distance of 75 to 100 miles. This

shows that, not only are the places in which the factories are located benefitted, but also all towns within a reasonable radius where the people will get out of the old rut and take advantage of their opportunities. There are few localities where any other crop can be raised which will bring into the community a gross return of from \$50.00 to \$100.00 per acre and few of us have to be told twice what the distribution of that amount for a few hundred acres of beets means to everyone in the neighborhood.

The beet crop has in the past shown its ability to withstand either drought or wet better than almost any other and with proper care gives a profit to the farmer of from \$30.00 to \$50.00 per acre. However, space does not permit us to go much into detail, but to any one interested we would advise correspondence with the nearest factory, where full information and assistance can be had.

READY FOR BUSINESS.

The Harriston Shoe Co., Limited have a large stock of shoes on hand ready for shipment. Some of these goods were kept back by the blockade of the past winter, and retailers whose orders had been placed with jobbers who since the large fire will find it difficult to fill orders immediately, will do well by securing some of the above firms staple lines in Grain and Pebble for summer wear, also Box Calf and Dongolas in all lines and some Oxfords and Theo. Slippers to clear. Send them your address and their travellers will call on you.

Bank of Hamilton

HEAD OFFICE:

HAMILTON, ONT., CANADA.

Commercial credits issued to Retail Merchants for use in Europe and in all foreign countries.

THE WINNING WORD

is quality. We know perfectly that the place of judgment for our goods is the table of the well-to-do. "SUPERIOR BISCUITS" have established their right to the name.

60 Varieties

all told, for all purposes—for the breakfast table and for the daintiest 5 o'clock tea.

Our staples are

**ROYAL CREAM SODAS and
SALTED CRACKERS.**

Our Salesmen are welcomed.

**Guelph Biscuit and
Confectionery Co., Limited**
GUELPH, CANADA.

GRAND TRUNK RAILWAY SYSTEM

WORLD'S FAIR, ST. LOUIS, APRIL
30th, DECEMBER 1st, 1934.

Reproduction of Robert Burns' Cottage at Ayrshire. Reproduction of Jerusalem, the Holy City.

FAST DAILY SERVICE

To NIAGARA FALLS,
BUFFALO and NEW YORK.

8.00 a.m.—EXPRESS, connecting with famous "BLACK DIAMOND EXPRESS," arriving New York 10.08 p.m.

4.50 p.m.—"INTERNATIONAL LIMIT-ED" arrives at Buffalo 8.00 p.m., New York 7.50 a.m.

6.00 p.m.—"NEW YORK EXPRESS" carries through Pullman sleeper to New York, arriving 9.13 a.m., and Pullman sleeper, Buffalo to Philadelphia, arriving 8.25 a.m.

\$130.50 TORONTO to CALIFORNIA and Return.

Tourists' Tickets are also on sale daily in Mexico and Florida.

Choice of Routes and stop-over privileges at principal points.

For tickets and all information apply to City Ticket Office, north-west corner King and Yonge Streets (Phone Main 4209, or Depot Ticket Office).

THE RETAIL MERCHANT'S JOURNAL OF CANADA

NIA GARA FALLS BRANCH

ANOTHER CITY UNDER THE BANNER.

A large and enthusiastic meeting of the Retail Merchants of the City of Niagara Falls, Ont., was held in the Council Chamber of the City Hall on Wednesday Evening, April 6th, at 8 o'clock.

The meeting was called by Mr. A. J. Dobbie, at the request of a large number of merchants who were desirous of forming an organization. An invitation was sent to the Dominion Secretary Mr. E. M. Trowern to be present and address the meeting on the aims and objects of "The Retail Merchants Association of Canada."

Upon motion Mr. Clark, Hardware Merchant was chosen Chairman.

The Dominion Secretary was then called upon and he explained the aims and objects of the Association and gave an outline of some of the work that had been done since its inception and also some legislation that the association was now endeavoring to obtain. Great enthusiasm prevailed and at the close of the address a unanimous resolution was passed that they form a Branch to be known as the "Niagara Falls Branch" of "The Retail Merchants Association of Canada."

The following officers were then elected :—

President.—W. R. Price.

1st Vice " —F. E. Dalton.

2nd " " —J. D. Mears.

Treasurer.—F. H. Taylor.

Secretary.—A. J. Dobbie.

The newly elected officers were then called upon and delivered short addresses, all expressing themselves as being thoroughly in accord with what had been done by the Dominion Executive and promising them every assistance.

A meeting was then arranged which was held in the south end on Monday evening, April 11th when local as well as other matters were discussed.

ST. CATHARINES BRANCH

The Retail Merchants of St. Catharines met on Thursday evening, May 12th, in the Standard Hall, Queen Street.

Ald. J. H. Walker presided and opened the meeting ; he explained that the time had arrived when St. Catharines must take her place among the sister cities of the Province and Dominion, and be represented on the Dominion Board of "The Retail Merchants' Association of Canada." He then called upon the County Organizer, Mr. A. J. Dobbie, who briefly explained the aims and objects of the Association.

The Dominion Secretary pointed out the necessity for unity, and urged upon the St. Catharines merchants the necessity for taking united action with their fellow retailers in other cities and towns.

Brief addresses were then made by a number of the merchants present, and a resolution was unanimously passed to form a branch.

The following officers were then elected for the coming year :

President, Ald. J. H. Walker, Druggist.

1st Vice-President, C. A. Case, Clothier.

2nd Vice-President, A. M. Ecclastone, Gents' Furnishings.

Treasurer, Ald. Theo. Sweet, Druggist.

Secretary, W. Shelly, Baker and Confectioner.

Mr. A. J. Dobbie remained in the city to enroll new members.

We wish St. Catharines every success in their newly formed association.

Judge (to old witness ascending bench by mistake)—Is it a judge you want to be, my man ? Old Witness—Maybe it's all I'm fit for now, your Lordship.—Tit-Bits.

"I wonder if they will ever get the X-rays to a point where they can photograph a person's conscience?" "If they do some people's consciences will look like a hole."

LONDON BRANCH ELECT OFFICERS.

An enthusiastic and representative meeting of the London branch of the Retail Merchants' Association of Canada was held on Friday evening, May 28th, 1904, at 8 o'clock, in the City Hall. Mr. T. F. Kingsmill, jr., president, in the chair.

The Dominion Secretary, Mr. E. M. Trowern, was present and addressed the meeting, explaining the proposed legislation that the Association intends to take up at the next session of the Provincial and Dominion Legislature. Among other matters was an amendment to the Pedlars' and Transient Traders' Act so as to prevent transient traders taking away trade that legitimately belonged to the retail merchant.

A large number of new members were enrolled and the following officers were elected for the coming year :

President, T. F. Kingsmill, Jr., Dry-Goods merchant, re-elected by acclamation.

First Vice-President, Ald. S. Steveley, Hardware merchant.

Second Vice-President, F. H. Robinson, Grocer.

Treasurer, J. Callard, Druggist.

Secretary, W. H. Winnett, Coal and Wood dealer.

The subject of the increase in the fire insurance rates was fully discussed and it will be taken up at the next meeting, when it is proposed to have a representative committee appointed to act with the other branches throughout Canada.

Mr. James Eadie, Provincial organizer, remained in the city for a week or ten days for the purpose of enrolling new members. It was decided to hold regular monthly meetings on the last Friday of each month.

The Monroe Improved Gold Gure.

ESTABLISHED IN 1892.

Endorsed by the *New York Journal of Health*.
Safe and Reliable Treatment for the cure of Alcohol, Morphine,
Cocaine and Tobacco Habits.

H. J. MCKAY. Proprietor, - - WINDSOR, ONT.
TELEPHONE 175. P. O. BOX 496.

IF YOU WANT

GOOD SELLING
CANADIAN MADE

R U G S

PLACE YOUR
ORDER WITH

The Chatham Rug Works

173 King Street West,
Chatham, Ont., Canada

Established 1854

Phone Main 1706

THE GEO. B. MEADOWS

TORONTO WIRE, IRON AND BRASS WORKS COMPANY
(LIMITED)

Manufacturers of

BANK & OFFICE RAILINGS, ORNAMENTAL IRON FENCING

Wire Window Guards, Wire Cloth, Moulders' Riddles,
Children's Cots, Window Fixtures, Wire Work,
Architectural Wrought Iron Work.

117 King St. W., Toronto, Ont.

STRONG DURABLE Ideal Woven Wire Fencing

Made of heavy (No. 9) hard steel galvanized wire and with
a lock that cannot slip. It is the strongest and most durable
woven wire fence manufactured. A style for every purpose.
Write to-day for Catalogue of Fencing and Gates—Free.

The McGregor-Banwell Fence Company, Limited,
WALKERVILLE, ONTARIO.

A Real Good Thing.

Our poet will proceed to sing
The merit of a real good thing,
A something time and labor saves
And keeps good wives from being slaves.

Powdered Ammonia cleanses rugs,
Cures stings of bees and bites of bugs ;
It's good for scouring cans for milk,
Removing stains and grease from silk.

It makes hard water soft as rain,
Cures scald in feet, removes the pain ;
It's good for bath and good for skin,
It's good for marble, zinc and tin.

A disinfectant, and sure to give
Microbe and germs no chance to live ;
For closet, sewer pipe and sink,
It lengthens life an extra link.

Our packages are just as nice,
Three times as strong, at half the price,
As liquid forms, whose highest claim
To merit is a catchy name.

S. F. LAWRASON & CO.

MANUFACTURERS OF

Powdered Ammonia,
Lard Oil and Soaps,
LONDON, ONT.

Awnings

WE MAKE Good Awnings

We use the best materials.
We put in the best workmanship.
We make every style.
Our prices are right.
We are Canadians.

Out of town orders promptly and
correctly filled.

WM. BARTLETT
AND SON,
16 Adelaide St. West,
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Old Doctor Compton's Favorite Stock
Food and Favorite Liniment,
Etc., Etc.

S. J. ANDREWS, *Manager.*

OFFICE OF

The Emprise Works ...Manufacturers...

CLINTON, * ONTARIO

Cement, Tile, Sewer Pipes, Culvert
Pipes, Window Sills,
Etc., Etc.

MILK DEALERS SECTION.

TORONTO BRANCH.

The regular monthly meeting of the "Milk Dealers' Section" was held on their regular meeting night Thursday, May 12th.

Mr. J. H. Lock, the Chairman, presided. The minutes of the last meeting were read and adopted. Reports from various committees were presented and adopted for trade improvement, and the general opinion prevailed that the one day delivery system which was adopted as a result of the efforts of the organization was working very satisfactory.

A committee was appointed to arrange for an excursion to Guelph and report at the next meeting. Several new members were added to the roll.

First Married Woman—Did your husband really lose his heart over you before you married? Second Ditto (feelingly)—I fancy he must have done. Anyway, I haven't seen anything of it since.

COAL AND WOOD DEALERS SECTION.

TORONTO BRANCH.

The regular monthly meeting of the "Coal and Wood Dealers' Section" of the "Toronto Branch" was held on Tuesday evening, May 17th, in our Board Room.

1st Vice-President T. W. Mann presided. The minutes of the last meeting were read and confirmed. Several matters of trade interest were dealt with, and the increase imposed on the coal and wood dealers of the Province over that of other retail merchants through the amendment to the Assessment Act was strongly condemned, and a unanimous resolution was passed urging upon the members of all our Branches to assist in having a change made during the coming session of the Provincial Parliament.

THE Gray, Young Sparling Co. (LIMITED)

SALT ..Manufacturers..

Granted the Highest Awards in Competition with other makers. : : : : :

WINGHAM, Ont.

Established 1871

THE EUREKA REFRIGERATOR CO.

The Patent Refrigerators constructed by the above company are considered by experts to combine the most perfect and scientific principles ever yet applied. The circulation of a continuous current of cold dry air; the utilization and absorption of every pound of ice; the generation and absorption of all gases and impurities and the adaptability of every known improvement are the principle features of these well known refrigerators. The excellence and superior finish of the workmanship combined with reasonable rates have given entire satisfaction. Catalogues and all information will be furnished on application to the firm.

"BEGORRA," said O'Flaherty, when he heard the sentence—forty shillings or seven days—"your Honor flatthers me. Oi never knew me toime was worth so much beflower."

ILLUMINATED
FLOOR CASE,
DRUGGISTS AND
JEWELLERS
FITTINGS.

'Phone Main 4519



CONFECTIIONERS CASE AND TABLE.

CANADIAN SHOW CASE CO.,

A. T. DARRAGH, Manager.

Office and Showroom:—92 Adelaide St. West.

Factory:—Cor. Sheppard and Adelaide Sts.

TORONTO.

Telephone Main 4458.

THE ORIGINAL
Canada Show Case Co.

ALL KINDS OF SHOW CASES.



Our New Radium Case.

Jewelry and Drug Fittings—Store, Office and Barbers' Fittings—British Plate and other Mirrors and Frames.

See illustration of Dust Proof Door in next issue. Drawings and Prices Furnished on Application for Store, Office and all Interior Wood-work.

McGONEGAL & PALMER,

Office and Factory,

120-124 Richmond St. East,

Near Jarvis St., TORONTO

H. G. BATCHELOR.

W. PAINE.

Phone —

CITY WINDOW CLEANING CO.

52 RICHMOND ST. EAST.

Offices, Stores and Residences Cleaned, Shutters taken down and Storm Windows put up. Carpets Beaten and Cleaned, All Work Promptly Attended to.

PLEASE DROP US A CARD.

COUNTER CASES,
CHEESE AND
BREAD CASES.
OUTSIDER CASES

(Our New Catalogue for
the asking. Please write
name in full.)

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Rapid Messenger Service

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ALWAYS OPEN. PROMPTNESS OUR MOTTO.

Please place our name on your 'Phone card.

THE ROBINSON
WINDOW CLEANING CO.

23 Scott Street,
Toronto.

A. E. FERRIER,
531 Yonge Street, - - TORONTO
Manufacturer of

WIRE NOVELTIES,
WINDOW DISPLAY FIXTURES,
AGENTS' SPECIALTIES, &c.

BARTOLO MAIORANA

113 Elizabeth St., Toronto, Ont.

SUPERIOR MACARONI

Equal to best imported—wholesale & retail—
wholesale price, 25 lb. box, \$1.50.

We also have Olive Oil and Italian Cheese.

Preston Furniture Co.
(LIMITED)

PRESTON, ONTARIO
Manufacturers of OFFICE DESKS.

Catalogues Supplied on Application
to the trade only.



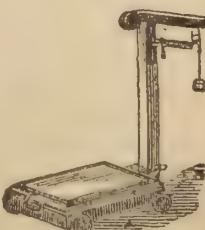
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FINE WOOD ENGRAVER
JORDAN CHAMBERS

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SCALES....

For Railroad, hay,
live stock, dairy, coal
and platform.

For prices and
particulars apply
nearest Hardware or



GEO. M. FOX,
YORK STREET, LONDON, ONT.

"Quality First and Always."

"I HAVE A CROWN HURON."

And when the mistress of the home says that,
there's nothing left to be said but—
"I congratulate you, Madam."



SELL CROWN HURON STOVES

the best stoves made. Send for a catalogue. Learn
all about them. Sell them. They do you good.

THE WESTERN FOUNDRY CO. Limited
WINGHAM, ONTARIO

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AT CLOSE PRICES :: :: ::

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HILL Printing
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(B. J. HILL, Manager)

48 RICHMOND ST. W.,
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LA FAMA

A CIGAR

OF QUALITY AND MERIT

WORTH ITS WEIGHT
IN GOLD.

BRENER BROS.

— MAKERS —

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To Consumers.

Ask for Fine
Granulated Sugar.

IT DISSOLVES QUICKLY IN TEA
OR ON FRUIT, and is the most eco-
nomical sugar on the market. It stands
the HIGHEST TEST, is ABSOLUTE-
LY PURE, and is GROWN and RE-
FINED in Canada.

USE SUGAR "MADE IN CANADA," THE
PUREST AND BEST.

THE ONTARIO SUGAR CO.
BERLIN.

No Coal Equals our "Glen Dale."

It is extra BRIGHT and HARD—Produces a great heat and burns to a clean ash—Absolutely no waste—Every ton guaranteed—If the coal you are using does **\$6.50 PER TON, DELIVERED.**

**Special!! Our High Grade Pea Coal,
Large and Clean : : : : : \$4.75 per ton**

THE WHEELER COAL CO.

PHONES—Main 5088—Main 3894.

COR OF QUEEN & BATHURST STS.

Wagons by the Hour or Day. Regular Deliveries Cover the City Twice Daily.

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S. GODDARD, Proprietor.
Phone Main 2287.
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Toronto, Hamilton, Buffalo and New York Service.

Toronto and Hamilton.

Lv.	Ar.
Toronto.	Hamilton.
a 7.50 a.m.	a 8.45 a.m.
b 9.45 a.m.	b 10.40 a.m.
a 1.12 p.m.	a 2.10 p.m.
a 3.00 p.m.	a 3.55 p.m.
b 5.20 p.m.	b 6.15 p.m.
a 7.35 p.m.	a 8.30 p.m.

Lv.	Ar.
Hamilton.	Toronto.
a 8.00 a.m.	a 8.55 a.m.
b 9.45 a.m.	b 10.50 a.m.
a 12.25 p.m.	a 1.20 p.m.
a 3.10 p.m.	a 4.05 p.m.
a 5.15 p.m.	a 6.10 p.m.
b 9.10 p.m.	b 9.05 p.m.

Toronto to Buffalo and New York.

Lv. Toronto.	Ar. Buffalo.
a 7.50 a.m.	a 10.55 p.m.
b 9.45 p.m.	b 12.40 p.m.
b 5.20 p.m.	b 9.20 a.m.

Ar. New York.

a 10.00 p.m. b 7.50 a.m.

The 5.20 p.m. train has through first-class sleeper, Toronto to New York, and Dining Car, Toronto to Buffalo daily.

a—Daily, except Sunday. b—Daily.

Tickets and further information at Canadian Pacific Ticket Office, 1 King Street East, or Union Station Ticket Office (north wicket.) A. H. NOTMAN, Assistant General Passenger Agent, Toronto.

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CARRIAGE AND
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LORRIE REPAIRING AND
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256-258 Adelaide St. West,
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JOS. W. B. SMERDON,
CARPENTER.

Storm Sash, Doors, Window Screens,
etc. made to order.
Jobbing of all kinds promptly attended
to. Shingling done.
100 Arthur St., TORONTO.

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Merchants Supply Co.
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LILLY BRAND
Jams, Jellies and Marmalade.

Biscuits and Confectionery.

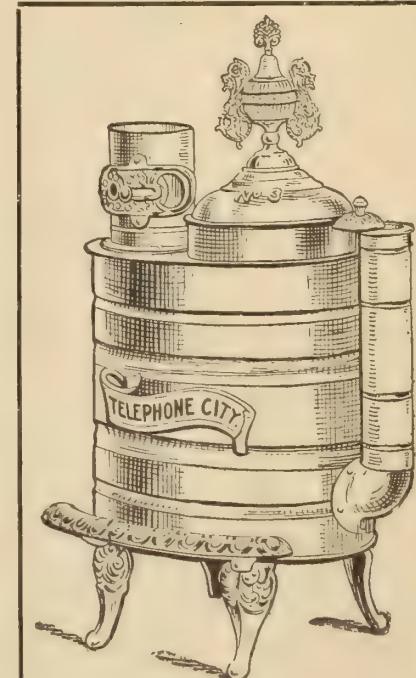
QUICK SHINE
Stove and Boot Polish.

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TO MERCHANTS:

TANGLED ACCOUNTS UNRAVELLED—Will show YOU where your system is non-effective, and how to be remedied—Wholesale or Retail—CONFIDENTIAL.

G. T. VEALE, Expert Accountant
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"Telephone City"
WOOD STOVES

TOP-DRAFT and AIR-TIGHT. No other wood-burning stove to be compared with them, either for economy or efficiency. Heating capacity immense. Thoroughly satisfactory in every way.

5 sizes, \$4.00 to \$12.00. Prompt delivery. Apply for agency at once. Some day you may ask too late. Send for booklet.

TELEPHONE CITY STOVES, Limited
BRANTFORD, Canada.

A. E. DUNN
Carpenter and Joiner.

All Jobbing Promptly attended to.
Sash, Doors, Blinds, Etc.
1 St. Enoch Sq., - - - TORONTO.

Leader Barrel Churn ♣ ♣

Style "E." The Very Latest

BALL BEARINGS.



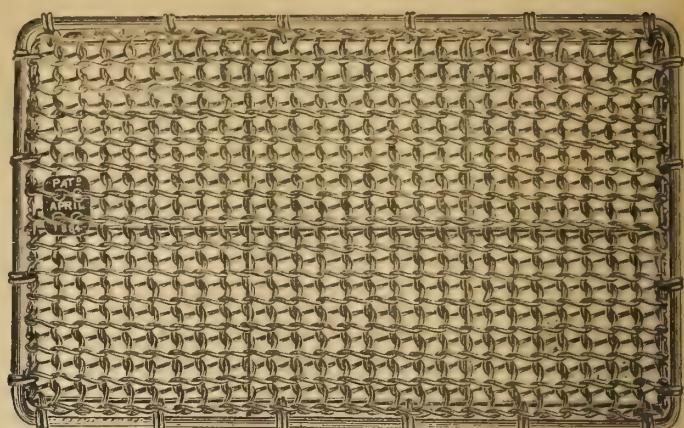
CREAM BREAKERS.

Distinctive
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Double end hand and foot drive. The frame is very rigid and open at one side providing free space for pail. The power being applied from both ends, the operator has perfect control, and all tendency to creep is entirely overcome. There is no churn equals the Revolving Barrel and the above style is unsurpassed.

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HAMILTON, CANADA.

DOOR MATS
WIRE GUARDS

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Factory and Mill Windows,
School and Church Windows,
Store and Basement Windows
AND FOR ALL PUBLIC BUILDINGS.

THE B. GREENING WIRE CO.,
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HAMILTON, ONT. MONTREAL, QUE.

"The Classic Shoe"



Getty & Scott

Galt, Ontario

MANUFACTURERS OF

Misses' and Children's, Youths' and
Little Gents' Shoes Exclusively.

The Largest Factory of its kind in Canada.

Our goods are in the hands of the best retailers from
coast to coast. Sold direct.WRITE AND WE WILL HAVE OUR
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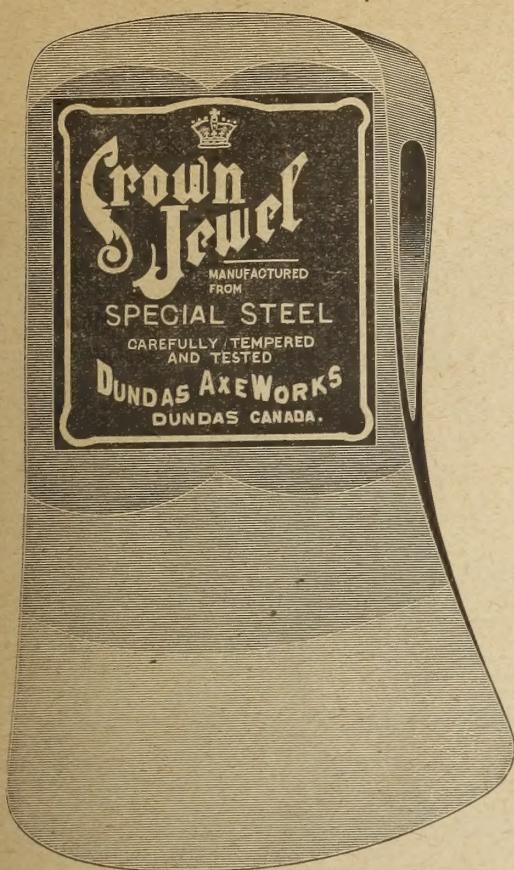
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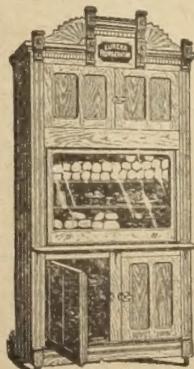
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